

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Automated Engineering Co

#### Florida Manufacturing Extension Partnership

#### Small Minority-Owned Company Competes on a Global Basis

##### Client Profile:

Automated Engineering Corporation, an electronics design and manufacturing company, was founded in 1987. The minority, female-owned company, located in Tampa, Florida, develops and designs products to satisfy the requirements of customers primarily in the automotive and defense industry. They provide product conception assistance, research, feasibility, design and development, prototyping, documentation, production engineering and production. AEC's current staff is comprised of 27 full-time employees and continues to expand.

##### Situation:

In 2002, Automated Engineering Corporation was looking for additional avenues and a direction to grow. Most of their workload came from general industry customers, and the company needed the ability to tap into the government and automotive markets for continued growth. AEC management contacted the Florida MEP, a NIST MEP network affiliate, for assistance.

##### Solution:

Florida MEP reviewed AEC's operation and was able to recommend several areas for improvement. The first was to become ISO Certified so that more bid opportunities would be available to them. The second was to adapt their newly implemented quality system to include many new Six Sigma tools and SPC charting so that their operation would comply with the requirements that the large automotive market demands. A third recommendation was to establish a formal Marketing thrust to concentrate on a few new customers and utilize new literature that would present Automated Engineering as a leader in their field. As part of this new marketing thrust it was necessary for AEC to understand these markets and how to compete in them. Florida MEP provided ISO Mentoring, Six Sigma Process incorporation and Marketing Mentoring to AEC. A Georgia Tech grant enabled the company to further its goal of growing their business by opening up new market avenues through training and, along with market research, the development of new literature to present to potential new customers.

##### Results:

- \* Increased sales by 28 percent.
- \* Achieved ISO Certification.
- \* Anticipate additional floor space and number of employees to handle increased growth.

##### Testimonial:

"Our relationship with the Florida MEP group has been extremely positive, and they are key to the growth we have accomplished. All of the personnel at MEP have real life experience and know the problems associated with manufacturing processes. We have a lot of growth and obstacles still in front of us, but I am sure that Florida MEP will help us accomplish our goals. Our next step is Lean

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Training with the Florida MEP and striving to have another great growth year. Thanks again, MEP."  
David Bailey, President